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Guaranty Trust Company  
of New York

Banking service for foreign  
trade

[New York]

[c1919]

97-84026-25

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**BANKING SERVICE  
FOR  
FOREIGN TRADE**

**Guaranty Trust Company  
of New York**

BANKING SERVICE  
FOR  
FOREIGN TRADE

BANKING SERVICE  
FOR  
FOREIGN TRADE

Guaranty Trust Company  
of New York

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BY GUARANTY TRUST COMPANY  
OF NEW YORK

27 March, 1920 - C. R. W.

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MAIN OFFICE OF THE GUARANTY TRUST COMPANY OF NEW YORK  
140 BROADWAY

## The Foreign Department

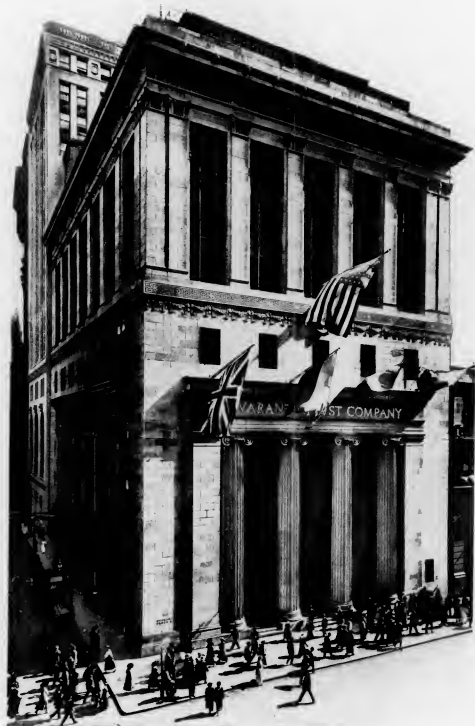
**T**HE Guaranty Trust Company of New York—with its own banking offices in New York, London, Liverpool, Paris, and Brussels, the great commercial and financial centers of the world—offers its facilities to bankers, manufacturers, and merchants, and invites them to consult the officers of its Foreign Department regarding the most economical and practical methods of financing the foreign business that is resulting from the new position of the United States among the nations of the world.

The Foreign Department of the Guaranty Trust Company of New York is a bank complete in itself. It is administered by a Vice-President and twelve other officers, and employs about three hundred clerks in the main office alone. The staffs of the London, Liverpool, Paris, and Brussels offices number more than four hundred additional employees, and are constantly increasing. The Company also maintains an office in Buenos Aires, and has representatives and travelers in many other countries.

In addition to these offices, the Company has affiliated institutions which operate in particular spheres, and, finally, has more than one thousand correspondents through which it is in direct and constant communication with every foreign trade center of any importance. Many of these correspondents are among the leading banking institutions of the world; they have been long established in their respective localities, and are thoroughly familiar with local commercial and financial conditions.

Through this great organization of branches and correspondents, the Guaranty Trust Company of New York provides direct, safe, and prompt banking service with every part of the globe. It is prepared, by means of this direct system and through these connections, and by virtue of the strength of its foreign trade bureau, established solely to collect and codify existing information regarding trade and financial conditions, to furnish to its clients and others engaged in foreign business the best available credit information and data relating to foreign trade conditions and opportunities, and to assist them in getting in touch with foreign customers. It offers its best effort and service toward furthering and safeguarding the interests of its customers and all others engaged in international trade.





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## The Foreign Department

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## Direct Foreign Banking Facilities

### Great Britain and Continental Europe

Our London and Paris offices are both officially designated United States depositories. They are American institutions, conducted on American lines, and are especially well equipped to render banking service throughout Europe. Additional branches are being established in Liverpool and Brussels.

We have our own special representatives for the Scandinavian countries.

Our *direct* connections in Italy, and our affiliation with the Italian Discount and Trust Company of New York, enable us to offer exceptional facilities throughout Italy.

The Mercantile Bank of the Americas, with which we are affiliated, maintains an office in Barcelona, which is a depository for the United States Government; through this connection we offer direct service with Spain and Portugal.

As political and economic conditions are stabilized, we shall be able to offer facilities of equal importance in the newly formed countries of Central Europe.



OUR LONDON OFFICE,  
32 LOMBARD STREET, E. C.



OUR BRUSSELS OFFICE,  
158 RUE ROYALE



OUR PARIS OFFICE, RUE DES ITALIENS, 1 AND 3

## Direct Foreign Banking Facilities

### Great Britain and Continental Europe

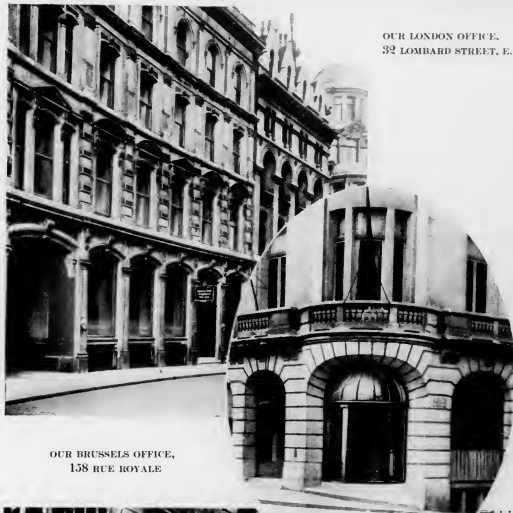
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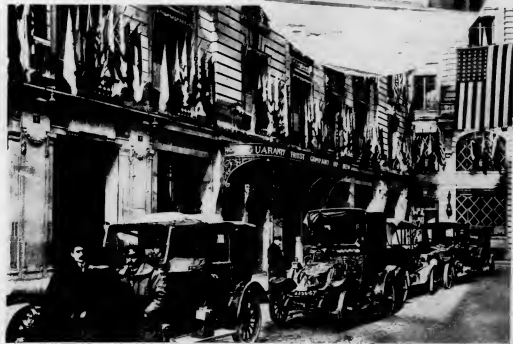
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### South and Central America, Cuba and the West Indies

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COLOMBIA—Banco Mercantil Americano de Colombia: Bogota, Barranquilla, Cartagena, Medellin, Manizales, Girardot, Cali, Honda.

PERU—Banco Mercantil Americano del Peru: Lima, Arequipa, Chiclayo, Callao.

VENEZUELA—Banco Mercantil Americano de Caracas: Caracas, La Guayra.

BRAZIL—American Mercantile Bank of Brazil: Para, Pernambuco.

NICARAGUA—National Bank of Nicaragua: Managua, Bluefields, Leon, Granada.

HONDURAS—Banco Atlantida: La Ceiba, Tegucigalpa, San Pedro Sula, Puerto Cortez.

CUBA—Banco Mercantil Americano de Cuba: Havana.

Agencies in Ecuador, Bolivia, Costa Rica, Salvador, Guatemala.



THE GREAT AQUEDUCT, RIO DE JANEIRO, WITH A BIT OF THE HARBOR IN THE BACKGROUND



INTERIOR OF THE BANCO MERCANTIL AMERICANO  
AT CARACAS, VENEZUELA

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INTERIOR OF THE BANCO MERCANTIL AMERICANO AT CARACAS, VENEZUELA

# Gateways to Some of the World's Great Markets



*Upper Left* — HAVANA, FROM MORRO CASTLE

*Lower Left* — THE CROWDED HARBOR OF BERGEN, NORWAY

*Centre* — LOWER NEW YORK, THE CENTER OF THE NATION'S TRADE

*Lower Centre* — LOOKING UP THE THAMES, LONDON

*Upper Right* — BORDEAUX, ON THE GARONNE RIVER

*Lower Right* — VIEW ACROSS THE HARBOR OF HONG KONG

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## Direct Foreign Banking Facilities

### South Africa, Australia, and New Zealand

Our *direct* connections with the National Bank of South Africa, at Cape Town, and its many branches in the Transvaal, Rhodesia, Natal, Mozambique, etc., assure our customers of efficient banking service throughout the Union of South Africa.

We have a special representative in Australia, and our *direct* banking connections offer a comprehensive service for trade in Australia and New Zealand.

### The Mediterranean

The Mediterranean countries—Algeria, Tripoli, Egypt, Syria, Turkey, Greece—offer a great field to American commerce.

We have coöperative arrangements with the great English and French institutions established in these territories, which permit us to offer a complete banking service throughout the Levant.

CAPE TOWN, SOUTH AFRICA.  
LOOKING TOWARD  
TABLE MOUNTAIN



WATERFRONT AT MELBOURNE, AUSTRALIA



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LOOKING TOWARD  
TABLE MOUNTAIN



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## Direct Foreign Banking Facilities

China, Japan, British India,  
Dutch East Indies, Straits Settlements,  
and the Far East

Through our affiliations with the Asia Banking Corporation, we negotiate, *direct*, banking transactions of every nature in China, Manchuria, South-eastern Siberia, and throughout the Far East. The Asia Banking Corporation has its main office at No. 60 Liberty Street, New York City, and has already opened an office in Shanghai. In addition it is establishing branches in these important trade centers: Peking, Tientsin, Hankow, Canton, and Hong Kong.

The Guaranty Trust Company of New York is also official correspondent for leading Japanese banks.

We are representatives in the United States of the Tata Industrial Bank of India, and render *direct* banking and merchant service throughout British India. The Tata Industrial Bank was organized by English and native bankers to promote investment in industrial enterprises, many of which have been established since the war began. It is the first institution of the kind ever established in India and at present has offices at Bombay, Calcutta, and Hyderabad. Others are soon to be established.

We are also correspondents of the leading Dutch banks established in the Dutch East Indies and the Straits Settlements.



HEAD OFFICE OF  
ASIA BANKING  
CORPORATION  
IN THE  
FAR EAST, AT 15  
KIUKIANG ROAD  
SHANGHAI



INTERIOR OF THE SHANGHAI OFFICE OF THE ASIA BANKING CORPORATION

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IN THE  
FAR EAST, AT 15  
KJUKIANG ROAD  
SHANGHAI



INTERIOR OF THE SHANGHAI OFFICE OF THE ASIA BANKING CORPORATION

## Complete Foreign Banking Service

**T**HE Foreign Department of the Guaranty Trust Company of New York has developed its facilities until it offers a complete service for the transaction of all kinds of foreign commercial and financial business. Its energies are devoted, among other things, to the following lines:

### Current Deposits and Special Accounts

The Foreign Department opens checking accounts in dollars or in foreign moneys in New York, paying interest on balances of \$1,000 or more; in London, on balances of £250 or more, and in Paris on balances of Fcs. 5,000 or more. On deposits not to be withdrawn within a definite period, a higher rate of interest can generally be allowed than on checking accounts.

### Purchase and Sale of Exchange

It buys checks, money orders, sight and time bills of exchange, and documentary drafts drawn on any foreign place.

It sells demand and time drafts in foreign currencies payable in the principal cities of the world. It effects transfers of funds and payments by mail or by cable to any part of the world.

### Insurance Against Foreign Exchange Losses

It secures in advance, whenever practicable, definite future rates at which time drafts will be paid, thus insuring its customers against possible loss of foreign exchange on transactions for future shipment or delivery.

### Circular Letters of Credit and Travelers Checks

It issues circular letters of credit in dollars, pounds sterling, and francs, available in any part of the world.

It issues a new form of Travelers check in denominations of \$20, \$50, and \$100, equally suitable for domestic or overseas travel, and payable in all parts of the world.

### Direct Drafts on Foreign Banks

It provides American banks with facilities for drawing drafts direct on its foreign offices and foreign correspondents, at the current rates of exchange.

### Discounts of Commercial Paper

It discounts trade acceptances and domestic and foreign bills of exchange, drawn and indorsed or accepted by satisfactory banking institutions and commercial firms and corporations. It will also purchase such acceptances for the accounts of its customers.

### Foreign Moneys Bought and Sold

It buys and sells foreign gold and silver coin, foreign bank notes, and other legal tender.

### Import and Export Credits and Payments

It finances shipments of merchandise from any of the principal commercial centers of the world by establishing letters of credit in favor of the foreign shippers. It also effects payments to American manufacturers and others under export letters of credit.

### Acceptances Based on Import and Export Trade

It accepts for the account of its customers time drafts issued in dollars on New York, in sterling on London, or in other foreign currencies, for the purpose of financing purchases, consignments and shipments to or from the United States. It deals in prime bankers' acceptances which arise out of the transactions involving the importation or exportation of goods, and is prepared to meet the requirements of banks and others desiring high grade, short-term investments of this character.

The Guaranty Trust Company of New York has had a longer experience in accepting drafts on behalf of clients than any other bank in New York City. Its charter has permitted it to undertake such business at a time when national banks were unable to do so. By reason of its wide experience and large facilities, therefore, this Company is enabled to be of exceptional service to its customers.

### **Advances and Loans on Approved Collateral**

The Company makes advances in dollars, or in any foreign moneys, against approved collateral, especially bills of lading or warehouse receipts representing goods stored in the United States or abroad. It also makes advances against collections in foreign countries.

### **Sales and Purchases of Merchandise**

Through its Merchandise Division the Company disposes of straight consignments at current market prices, and attends to purchases of commodities for clients abroad.

### **Foreign Agent for Governments and Others**

It acts as collecting and disbursing agent for foreign Governments, municipalities, and banks, as well as for steamship, railroad, and other industrial organizations.

### **Deals in Foreign Securities**

Bonds, notes, and treasury bills of foreign Governments and municipalities, and other acceptable foreign investment securities are bought and sold by the Company.

### **Accepts Custody of Securities**

It receives securities for safe-keeping in New York, London, or Paris, subject to the direction of the owner; it detaches and collects coupons, crediting customers' accounts or remitting on order; advises in regard to called bonds, reorganizations, rights to subscribe, etc.

### **Credit Information for Customers and Correspondents**

The services of its credit and commercial information department are available to our correspondents and other customers.

### **Personal Representatives Abroad**

Representatives of the Company take frequent trips to foreign countries to study commercial and economic conditions and to make financial and statistical investigations. This personal contact adds to the Company's knowledge of foreign conditions, and enables it to provide information based on personal knowledge.

## **Foreign Trade Bureau**

TO render specific commercial information by interview or by mail regarding the prospects for the sale of American goods abroad, the Guaranty Trust Company of New York, through its Foreign Department, has established the Foreign Trade Bureau. This Bureau maintains a corps of investigators devoted to the study of foreign commercial conditions and export trade whose services are at the disposal of those interested.

The Bureau will investigate any concern whose main office is outside of the United States, with regard to its credit standing and general commercial probity. The Bureau's records include data on more than fifty thousand firms and corporations.

It collects and collates for the use of clients and others, information on international trade conditions and opportunities. For this service it makes independent researches, using a number of sources, checking back and verifying the results of its labors. It strives to keep in current touch with all international commercial developments so as to be able to give its customers the latest and most complete available information.

It maintains indexes of foreign and domestic business houses, classified according to their international trade interests, and watches the course of commerce, with particular regard to the developing needs of other countries, and opportunities for the promotion of new lines.

It maintains a complete file concerning the import tariffs of other countries, trade regulations and restrictions, both import and export, and gives information regarding business procedure in other lands.

It is prepared to give advice on the formations of export associations under the Webb Law, and to assist in the organization of such associations when its assistance is desired.

The Bureau's comprehensive function is, by a general information service, to assist the American manufacturer in all lines in the development of new foreign business in all countries.

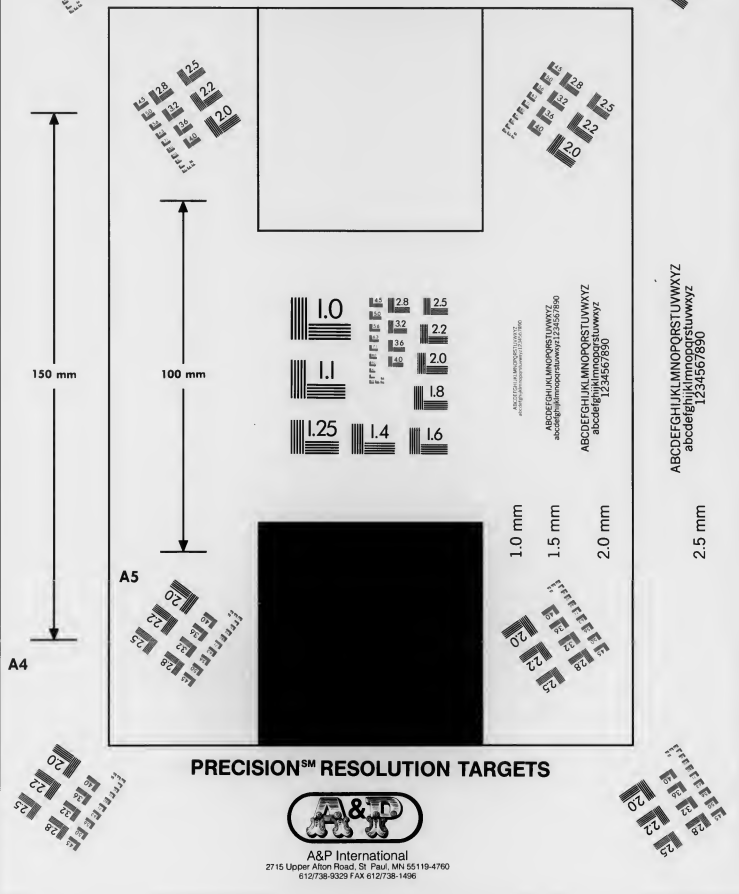
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## Direct Foreign Banking Facilities

The Guaranty Trust Company of New York—with offices in New York, London, Liverpool, Paris, and Brussels, and affiliations and connections with leading banks throughout the world—offers a direct and comprehensive foreign banking service for trade with all countries.

We invite inquiries regarding the financing foreign business.

### China—Japan Far East

Through affiliation with the Bank of China, we negotiate direct banking transactions of every nature in China, Manchuria, Southeastern Siberia, and throughout the Far East. We are official correspondents for the leading Japanese banks.

### Australia—New Zealand

Our direct banking connections afford a comprehensive service with Australia and New Zealand.

## Guaranty Trust Company of New York

140 Broadway

Capital and Surplus - - - \$ 50,000,000

Resources more than - - - 700,000,000

## Foreign Trade Bureau

The FOREIGN TRADE BUREAU of the Guaranty Trust Company of New York, furnishes information regarding foreign trade—markets; names of buyers, sellers, and manufacturers; credit information; export procedure; tariffs, etc. It endeavors to bring into touch buyers and sellers here and abroad. The facilities of this Bureau are at the disposal of those interested.

**Europe**  
Completely equipped offices in London, Liverpool, Paris, Brussels, and other service through out Europe.  
*Affiliated Companies:*  
Italian Discount and Trust Company of New York, covering Italy  
Mercantile Bank of the Americas at Barcelona, covering Spain and Portugal

### Cuba—West Indies

Through the American Mercantile Bank of Cuba, we cover Cuba and the West Indies.

### Central America

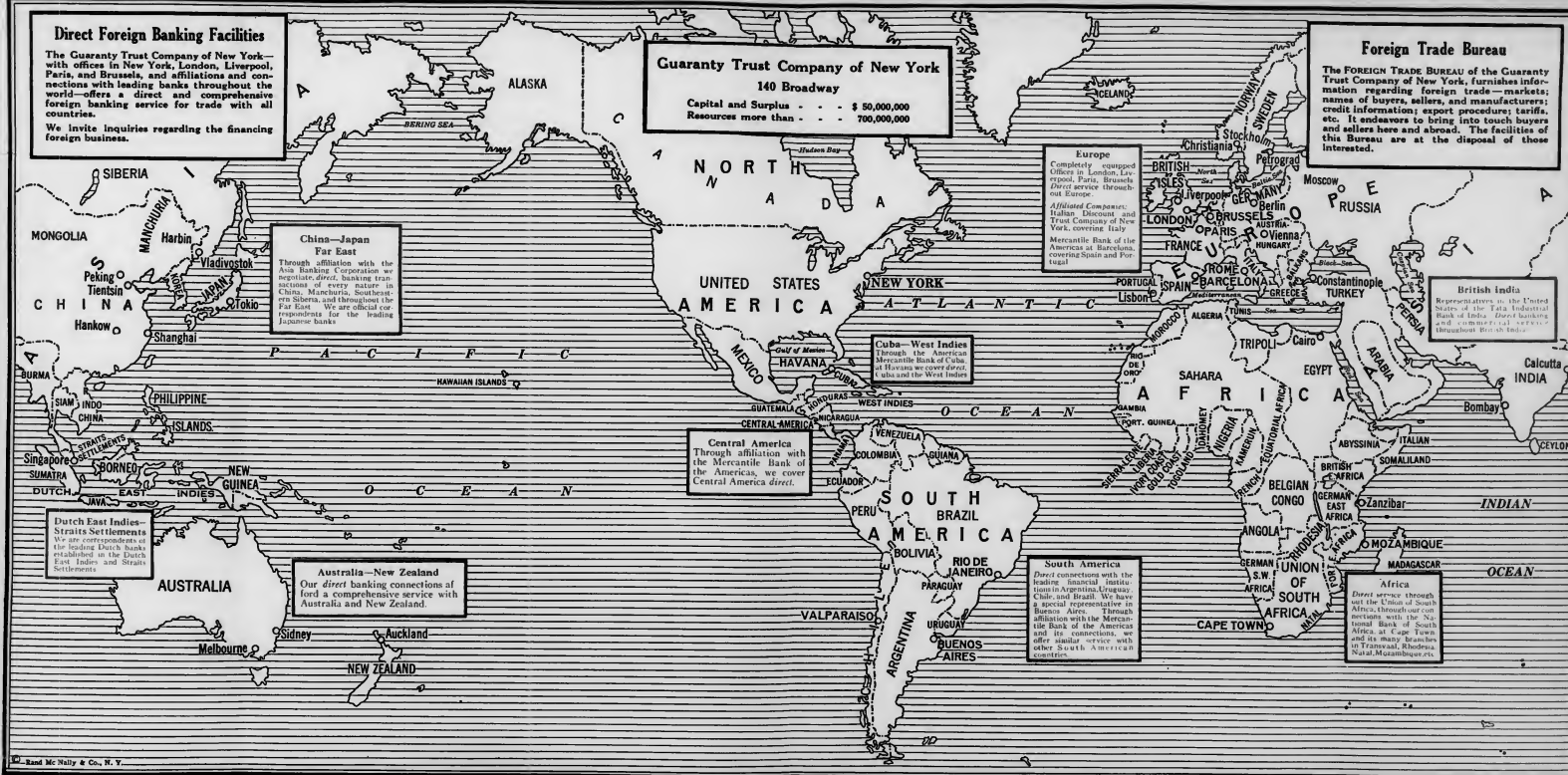
Through affiliation with the Mercantile Bank of the Americas, we cover Central America direct.

**South America**  
Direct connections with the leading financial institutions in Argentina, Uruguay, Chile, and Brazil. We have a special representative in Buenos Aires. Through affiliation with the Mercantile Bank of the Americas and its connections, we offer similar service with other South American countries.

### Africa

Direct service through the Union of South Africa, through our connections with the National Bank of South Africa, at Cape Town, and its many branches in Transvaal, Rhodesia, and Mozambique.

**British India**  
Representatives in the United States of the Tata Industrial Bank of India, direct banking and commercial service throughout British India.





**REDUCTION  
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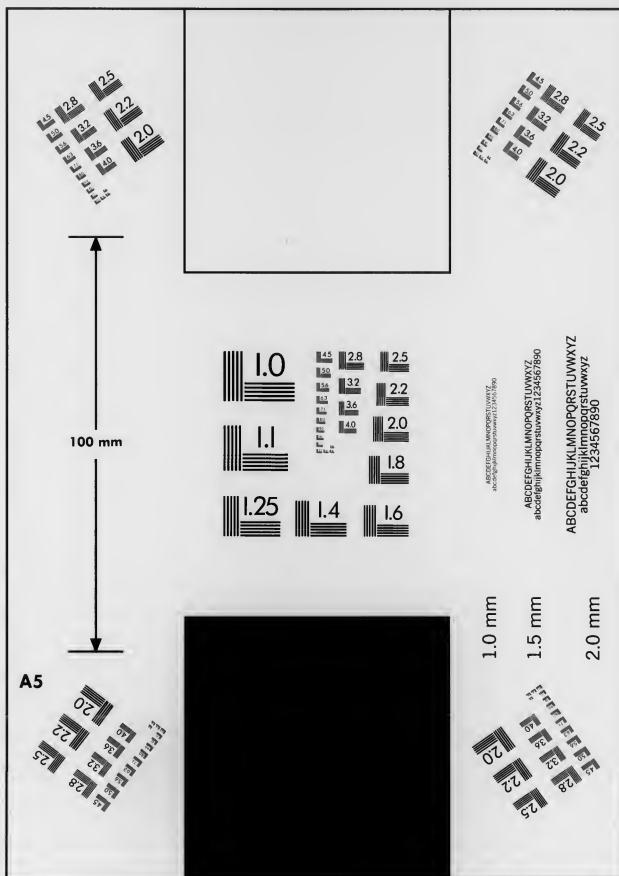
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**PM-MGP  
 METRIC GENERAL PURPOSE TARGET  
 PHOTOGRAPHIC**



A4



**PRECISION<sup>SM</sup> RESOLUTION TARGETS**



A&P International  
 2715 Upper Afton Road, St. Paul, MN 55119-4760  
 612/738-9329 FAX 612/738-1496

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Italian Discount and Trust Company of New York, covering Italy  
Mercantile Bank of the Americas at Barcelona, covering Spain and Portugal.

### Cuba—West Indies

Through the American Mercantile Bank of Cuba, at Havana we cover *direct* Cuba and the West Indies.

### Central America

Through affiliation with the Mercantile Bank of the Americas, we cover Central America *direct*.

### Dutch East Indies— Straits Settlements

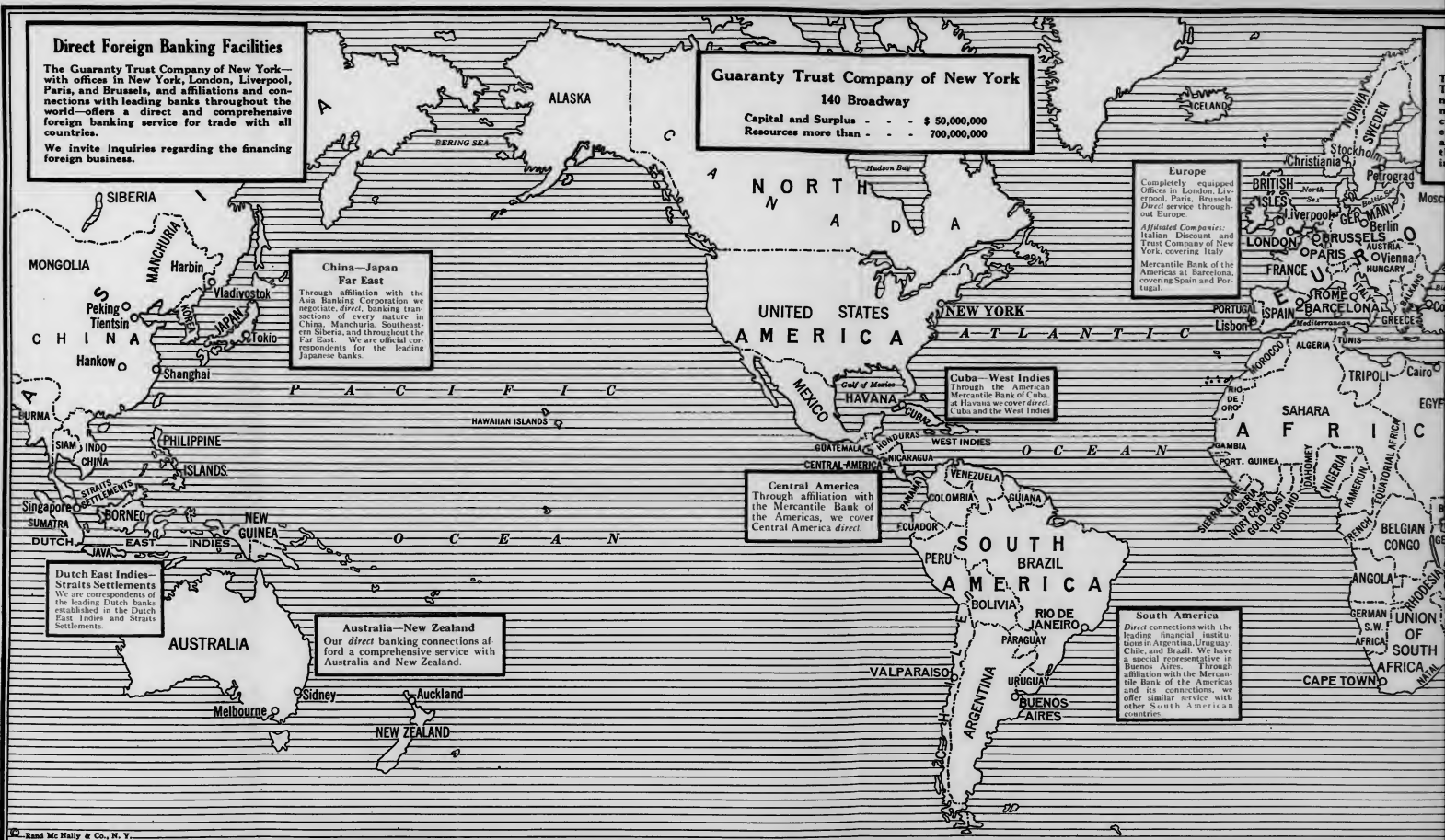
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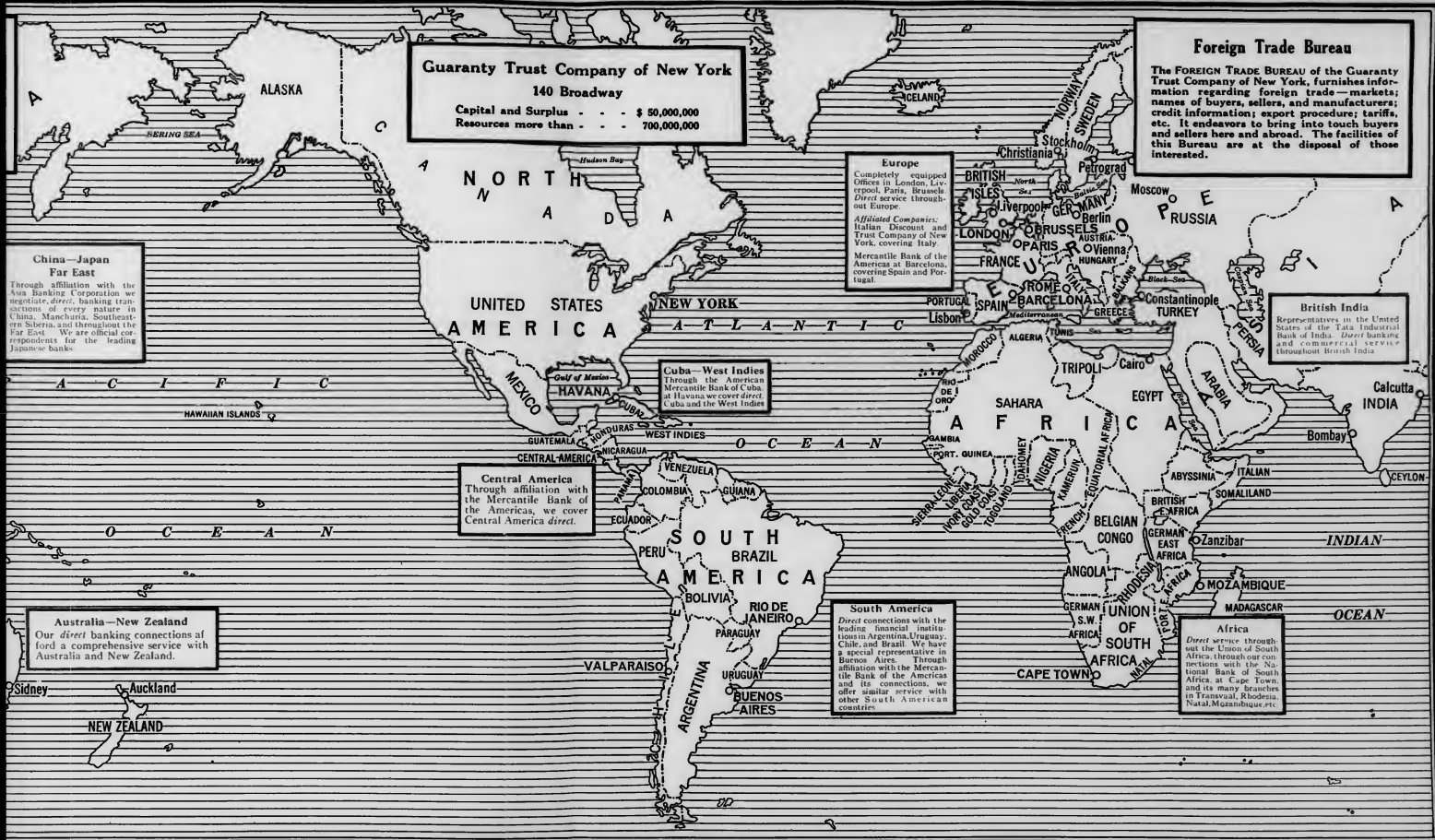
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The FOREIGN TRADE BUREAU of the Guaranty Trust Company of New York, furnishes information regarding foreign trade—markets; names of buyers, sellers, and manufacturers; credit information; export procedure; tariffs, etc. It endeavors to bring into touch buyers and sellers here and abroad. The facilities of this Bureau are at the disposal of those interested.

#### Europe

Completely equipped Offices in London, Liverpool, Paris, Brussels. Direct service throughout Europe.  
Affiliated Companies: Italian Discount and Trust Company of New York covering Italy. Mercantile Bank of the Americas at Barcelona, covering Spain and Portugal.

#### British India

Representatives in the United States of the Tata Industrial Bank of India. Direct banking and commercial service throughout British India.

#### Cuba—West Indies

Through the American Mercantile Bank of Cuba at Havana we cover direct Cuba and the West Indies.

#### Central America

Through affiliation with the Mercantile Bank of the Americas, we cover Central America direct.

#### South America

Direct connections with the leading financial institutions in Argentina, Uruguay, Chile, and Brazil. We have a special representative in Buenos Aires. Through affiliation with the Mercantile Bank of the Americas and its connections, we offer similar service with other South American countries.

#### Africa

Direct service throughout the Union of South Africa, through our connections with the National Bank of South Africa, at Cape Town, and its many branches in Transvaal, Rhodesia, Natal, Mozambique, etc.

#### China—Japan Far East

Through affiliation with the Asia Banking Corporation we regulate direct banking transactions of every nature in China, Manchuria, Southeastern Siberia, and throughout the Far East. We are official correspondents for the leading Japanese banks.

#### Australia—New Zealand

Our direct banking connections afford a comprehensive service with Australia and New Zealand.

GUARANTY TRUST COMPANY  
OF NEW YORK  
140 Broadway

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FIFTH AVENUE OFFICE  
Fifth Avenue and 43rd Street

MADISON AVENUE OFFICE  
Madison Avenue and 60th Street

LONDON OFFICES  
32 Lombard Street, E. C.  
5 Lower Grosvenor Place, S. W.

LIVERPOOL OFFICE  
Cotton Exchange Building

PARIS OFFICE  
Rue des Italiens, 1 & 3

BRUSSELS OFFICE  
158 Rue Royale

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Capital and Surplus - - \$50,000,000  
Resources more than - - \$700,000,000

MSH 21707

**END OF  
TITLE**